

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST 007-KINGSTON

007-POWER & ENERGY EQUIP. & SERV.
JAMAICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

WILL ASSIST CEDSI LTD IN THEIR EFFORTS TO OBTAIN CONTRACT FOR FINAL FEASIBILITY STUDY ON BACK RIO GRANDE, MEETING WITH VARIOUS GOVERNMENT PLAYERS INCLUDING JPS PIOJ AND PCJ TO PUSH CONCEPT OF A FOLLOW ON AWARD FROM THE PREFEASIBILITY STUDY.

WILL CONTINUE TO MEET WITH JPS TO OBTAIN UP-TO-DATE INFO ON POWER IV PROJECT AS IT DEVELOPS AND WILL CONTACT INTERESTED CANADIAN FIRMS WITH TOPICAL INFO.

ANTICIPATED RESULTS:

AWARD TO CEDSI OF \$2.0 MILLION FEASIBILITY STUDY.

AWARD TO A CANADIAN FIRM OF THE INITIAL FEASIBILITY STUDY FOR THIS PROJECT.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 ASSIST CEDSI IN BID FOR BACK RIO GRANDE PROJECT CONSULTING WORK.

QUARTER: 1 ATTRACT CDN FIRMS TO BID ON WORKS RELATED TO POWER IV PROJECT.

QUARTER: 2 ATTRACT CANADIAN FIRMS TO BID ON WORKS ASSOCIATED WITH POWER IV PROJECT.

QUARTER: 3 SUPPORT FOR CEDSI BID FOR CONSULTING SERVICES ASSOCIATED WITH BACK RIO GRANDE PROJECT.

QUARTER: 3 DISCUSSIONS WITH JPS REGARDING CDN PROCUREMENT FOR POWER IV PROJECT.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

ORIGINAL SHORTLIST FORWARDED TO IDB INCLUDED CEDSI. THIS WAS RETURNED TO JAMAICAN AUTHORITIES FOR REDRAFTING. FINAL LIST EXPECTED JULY 8.

TWO CDN COMPANIES, ONTARIO HYDRO AND ONTARIO INTERNATIONAL CORP. WILL VISIT KINGSTON IN JULY TO FOLLOW UP OPPORTUNITIES.

ACCOMPANIED ONTARIO HYDRO, ONT. INT'L CORP. ON VISITS TO UTILITY (JPS). COMPANY IS MOST ANXIOUS FOR ONTARIO HYDRO TO BE INVOLVED IN TRAINING/ INSTITUTIONAL ASPECT.

CEDSI SHORTLISTED DURING QUARTER. FINAL PRESENTATION OF PROPOSALS DUE IN NEXT QUARTER.

TWELVE CDN FIRMS HAVE NOW HAD PRELIMINARY CONTACT WITH JPS RE THIS PROJECT. FIRST TENDERS EXPECTED LATE IN NEXT QUARTER.